

Message Text

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12

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 EUR-12 PA-01 PRS-01

USIA-06 XMB-02 L-03 /048 W

----- 126676

P R 080748Z AUG 75

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC PRIORITY 2434

INFO AMCONSUL JOHANNESBURG

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E.O. 11652: N/A

TAGS: EAIR, SF

SUBJ: SA AIRWAYS SELECTS AIRBUS IN PREFERENCE TO

MCDONNELL-DOUGLAS OR LOCKHEED

1. MCDONNELL-DOUGLAS REP KENNETH GILL TELEPHONED EMB LATE AFTERNOON OF AUG 7 WITH NEWS SAG HAD OPTED FOR AIRBUSES IN PREFERENCE TO MCDONNELL-DOUGLAS OR LOCKHEED. HIS SOURCE WAS PIENAAR, CHIEF EXEC OFFICER SAA, WHO SAID DECISION TAKEN AT CABINET LEVEL. PIENAAR TOLD GILL LAST MINUTE NEGOTIATIONS INFLUENCED BY INTENSE ACTIVITY OF GERMAN AMBASSADOR. (EMB COMMENT: WE THINK VISIT OF FRANZ JOSEF STRAUS, PRESIDENT OF AERO SPATIALE, LAST WEEK, WAS PROBABLY EQUALLY IF NOT MORE IMPORTANT FACTOR IN ULTIMATE DECISION.)

2. SUBSEQUENT PRESS RELEASE OF SAA HAS ANNOUNCED PURCHASE OF FOUR AIRBUSES TOTALING \$89.6 MILLION AND TWO BOEING 747 SP'S AT TOTAL COST OF \$64.4 MILLION. (GILL DID NOT KNOW, APPARENTLY, ABOUT BOEING DECISION.)

3. WHILE WE MAY NOT HAVE BEEN ABLE TO CHANGE THE OUTCOME, WE REGRET THAT WE WERE NOT AUTHORIZED (PRETORIA 2780) TO DISCUSS WITH SAG OR EXPORTERS IMPROVED EXIM TERMS MENTIONED STATE 170434.

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BOWDLER

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NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 08 AUG 1975
Decapton Date: 01 JAN 1960
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: buchant0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750274-0201
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Review Exemptions: n/a
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Margaret P. Grafeld
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06 JUL 2006

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Status: NATIVE
Subject: SA AIRWAYS SELECTS AIRBUS IN PREFERENCE TO MCDONNELL-DOUGLAS OR LOCKHEED
TAGS: EAIR, SF, MCDONNELL-DOUGLAS
To: STATE
Type: TE
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